



## **The Collegiate Entrepreneurs' Organization, Delhi University Chapter**

### **National & International competitions attended by the society members:**

The participations and wins were in an array of international and national level competitions, which involved case problems, business plans, financial valuations, guesstimates, simulations and many more challenges.

Participated in 150+ competitions, reached the finals of 70+ with podium finishes in 25 of them. Some notable achievements being:

- Aryan Agarwal's national top 6 position in the prestigious BrAINWARS Case Competition, organized by Bain & Company with 1200+ teams across India
- Bhaya Bedi's first place at SSCBS's mockstock competition organized by Ecovision
- Krishna Gupta's first place at SRCC
- Rahul Gupta, Gautam Bansal and Arul Prakash's 2nd position at St. Stephens

### **Live Projects:**

- 1. The Yarn Bazaar (Featured in Shark Tank India Season 1)**  
Devised a market entry strategy in the white-labeling industry, performed a competitor analysis, identified the textile value chain in India, analyzed the Textile Industry in India
- 2. NewsReach (Featured in Forbes 30U30 Asia)**  
Gathered valuable insights into the Press Release industry in India & globally. Analyzed various companies in the fields of Digital Marketing, PR, Creative Agencies etc.. Performed a competitor analysis, including studying the business model, services offered, pricing strategies etc.
- 3. Urvann (Backed by Inflection Point Ventures)**  
Devised strategy to go offline with unique experience stores in Delhi & Bengaluru, performed competitor analysis to identify gaps in the market, identified locations for the store in Delhi with nearby proximity to Noida, Gurugram, Faridabad & Ghaziabad after visiting sites, talking to dealers, prepared GTM strategy in white labeling for 4+ products by contacting manufacturers, researched about the delivery models used by Zomato, Delhivery and the compensation structure adopted by them.

### **Number of Seminars Organized by the Society: 3**

Organized 3 speaker sessions and seminars with notable and reputed speakers, related to consulting, finance, and the startup ecosystem.

The first was with Parth Chawla (Associate at BCG, worked at EY Parthenon, SRCC Graduate) about internships, guesstimates and case solving. Conducted on 7th January 2023 in the online mode.

The second was with Manan Vaishnav (Institutional Sales Trader at Goldman Sachs, MBA from IIM Indore) about the roles in equity markets and investment banking, giving valuable insight into this line of work. Conducted on 8th January 2023, in the online mode.

The third was with Pranav Obhrai (Angel Investor, Ex- BCG, UBER, Triller, MBA from ISB, SRCC Graduate) about building a career in startups and also providing an introduction to Venture Capitalism. Conducted on 12th January 2023, in association with SIIF in the offline mode seeing attendance of 250+ students.

### **Fests organized by the society: 1**

#### **VentureX:**

A startup investment thesis competition was organized by CEO DU. VentureX marked a historic milestone as CEO DU's **first offline event**. This event attracted students from various colleges, receiving an overwhelming response of over **300+ registrations** from colleges like IITD, DTU, SRCC, LSR, Hindu etc. It provided an exceptional platform for budding entrepreneurs to showcase their investment theses and network with like-minded peers. The event served as a catalyst for igniting entrepreneurial spirit and fostering innovative thinking among students. We were privileged to welcome esteemed judges **Mrs. Akanksha Gupta** (Co-Founder of Urvann), and **Mr. Manu Bhaskar Gaur** (Principal of JSW Ventures) to VentureX.

#### **Other initiatives:**

- **Pulse Magazine**

CEO DU's annual magazine highlighted the most influential deal makers in the national and international venture capital and startup ecosystems for the year 2022. In addition, it provides an analysis of India's FinTech and roll up e-commerce industries that have distinct business models.

Two Forbes 30 Under 30 personalities, Sujay Suresh Kumar, Co-Founder and COO of Lilu, and Darshan Shah, Co-Founder and CEO of NewsReach, were also interviewed.

- **The CEO Talks Podcast**

The podcast featured Mr. Tarun Jami, a visionary entrepreneur known for his venture, **Greenjams**. The conversation delved into various aspects of entrepreneurship, highlighting challenges, triumphs, and lessons learned. Mr. Jami shared valuable

insights on sustainable practices, adaptability, and creating a positive impact through entrepreneurial ventures.

- **Social Media:**

Published two Instagram posts, one of which analyzed the revenue model of the Indian Premier League, including the IPL Ecosystem, BCCI share, IPL franchises, and media rights holders. In another post, we analyzed Swiggy's profitability and how ONDC can negatively impact the company, as well as the company's future plans and prospects.

## **Student Committee**

- **President: Aryan Agarwal**
- **Vice President: Bhavya Jain**
- **Chapter Business Head: Nalin Mundeja**
- **Head of Corporate Relations: Harsh Jain**

**Advisory Committee:** Arihant Jain, Shikhar Gupta, Nalin Bansal, Saksham Banga, Puneet Singh Nanda, Abhinav Gupta, Aryaman Pathak, Ananyaa Mangla, Chirag Sethi, Siddhi Khandelwal, Priyanshi Gupta, Hiral Verma, Sahil Singh

**Core Committee:** Ankit Kumar, Bhavya Bedi, Chaitanya Pandey, Keshav Maurya, Sanjana Chauhan, Vinayak Satish Bhandare

**Organizing Committee:** Aaryaman Soni, Anika Agarwal, Aastha Kaushik, Amishi Kapoor, Arul Prakash, Diya Gera, Gautam Bansal, Jagruti Das, K V Raghav Murthy, Krishna Gupta, Krishna Mokati, Kshitij Vatsayan, Muskan Agrahari, Priyanshu Jain, Priyanshu Singhvi, Pranshu Bhatia, Raghav Kathuria, Rahul Gupta, Shivang Malik, Srijan Tandon, Tanishq Mittal, Uday Verma, Vasuman Baisla, Yashasvini Joshi